



ShaliBhadra

FINANCE LIMITED

CIN: L65923MH1992PLC064886

Corporate Office:

3, Kamat Industrial Estate,

396, Veer Savarkar Marg,

Opp. Siddhi Vinayak Temple,

Prabhadevi, Mumbai – 400 025

Phone: 022-2432 2993 / 022-2432 2994

022-2422 4575 / 022-2432 3005

E-mail: shalibhadra_mum@yahoo.co.in

Date: 16th June 2025

To,
The Manager
BSE Limited
Phiroze Jeejeeboy Towers,
Dalal Street, Fort, Mumbai 400 001

Scrip Code: 511754

Sub: Investor Presentation for the year ended March 31, 2025

Dear Sir/Madam,

Please find enclosed herewith Investor Presentation for the year ended March 31, 2025.

We request you to kindly take the same on record.

Thanking You
Yours Sincerely,

For Shalibhadra Finance Limited

Minesh Doshi
Managing Director
DIN: 01032705



INVESTOR PRESENTATION FY25

16th June 2025

AGENDA



**Business
Overview**



**Financial
Highlights**



Outlook



**Management
and
Shareholding**



FY'25 Performance Snapshot

Auto Financier Driving Prosperity

*"Resilient NBFC offering customized retail products and **catering to the diversified financial needs** of rural, semi-urban and other under banked geographies of Gujarat, Maharashtra, MP and Rajasthan"*



365

Total Revenue



160

Profit After Tax



1,543

Networth



8.2%

ROA



12.7%

ROE



1,800

AUM



1,076

Disbursement



85.7%

CRAR



2.87% / 0.74%

GNPA / NNPA



1.7%

Credit Cost



53

Branches



169

Employees



41

Districts Presence



108,737

Customers



99.89%

Collection Efficiency



Q4 FY25 & FY25 Performance At a Glance



Financial Updates

- **Net Interest Income (NII)** grew **14% YoY in FY25 to INR 293 Mn**, reflecting strong core lending performance.
- In FY25, the company achieved a **Pre-Provision Operating Profit of INR 232 Mn**, which was a growth of **23% YoY** highlighting the company's strong operational efficiency.
- Achieved **34% YoY increase in PAT to INR 160 Mn** in FY25. Maintaining this trajectory of profitability, the company holds a positive outlook and anticipates sustaining this momentum in the future.



Operational Updates

- Assets Under Management grew **34% YoY**, reaching **INR 1,800 Mn**, and disbursements for FY25 totalled **INR 1,076 Mn** displaying a **growth of 16%**, despite sectoral headwinds.
- **Substantial improvement in Cost-Income ratio** as it declines from 28.3% in FY24 to **25.6% in FY25**, underscoring improved operational efficiency and disciplined cost management.
- **Asset quality remained stable** in this difficult period, as **GNPA and NNPA stood at 2.87% and 0.74%** respectively.



Strategic Updates

- Launched state-of-the-art LOS to streamline the customer onboarding process, delivering a seamless and expedited experience. This strategic upgrade ensures **faster processing times and enhanced service quality for our customers.**
- **Launched salaried personal loans** specifically designed for rural areas; company has received positive feedback and aligns with our commitment of providing inclusive financial solutions for all segments of society. We have also announced the launch of **affordable housing loans and used tractor loans.**
- Company's presence expanded to **53 branches** across **41 districts.**



Management Commentary on Q4 & FY25 Results



Minesh M Doshi

Managing Director

"We are pleased to report another year of strong growth and profitability, underpinned by prudent cost management, disciplined lending, and a resilient business model. Our technology-led operations have enhanced efficiency, enabling us to maintain a solid profit margin of 44%.

Despite macro headwinds in the auto industry, we achieved a commendable 16% year-on-year increase in disbursements, driven by our deep rural reach and the steady rise in disposable incomes across semi-urban and rural regions. Our Gross NPA stood at 2.87% and Net NPA at 0.74%, underscoring continued strength in asset quality and our credit scoring mechanism.

With a capital adequacy ratio of 85.7%, we enjoy substantial headroom to fund our growth plans without immediate capital infusion. As we enter a declining interest rate environment, we anticipate a reduction in our cost of borrowing, further supporting margin stability and earnings momentum.

Looking ahead, our expansion strategy remains firmly on track. We are progressing towards our guidance of 100 branches by FY27, focused on reaching underserved segments. Our target to grow the loan book to INR 2,750 million is well within reach. With these enablers in place and a continued focus on improving return on equity, we are confident in our ability to deliver sustained value to all stakeholders."

Business Overview





Shalibhadra Finance - Empowering Rural Mobility

Financing the Heartland of Bharat



OUR VISION

To cater to the diverse financial needs of rural India

OUR MISSION

To become leading NBFC serving rural & semi urban areas of India by creating a sustainable & innovative business model meeting the needs of all our stakeholders

Bridging Geographic Disparities

Empowering the Underbanked

Addressing the Financial Needs of Underserved

Reducing Dependence on Informal Credit

Enabling Entrepreneurship

Accessibility in the Remote Corners

Creating Financial Resilience

Enhancing Economic Opportunities



A dividend-paying company since inception, maintaining profitability throughout the operational history.



Core team of 25 dedicated employees has remained unchanged for many years, contributing to our enduring success.



Diversified Product Offerings

Simple, Speedy, Small Ticket Asset Financing Products with High Yields



New Two-Wheeler Loans

Target
Customer

Offering loan for purchase of new two wheelers across manufacturers and brands

Average
Ticket
Size

INR 30,000 to 90,000

Loan
Tenure

6 to 30 months



Used Two-Wheeler Loans

Used Two-wheeler loans to customers, which primarily include farmers and self-employed individuals

INR 15,000 to 75,000

6 to 24 months



Used Three/Four-Wheeler Loans

Loan against pre-owned three/four-wheeler for personal use as well as commercial use

INR 30,000 to 1,50,000

6 to 30 months

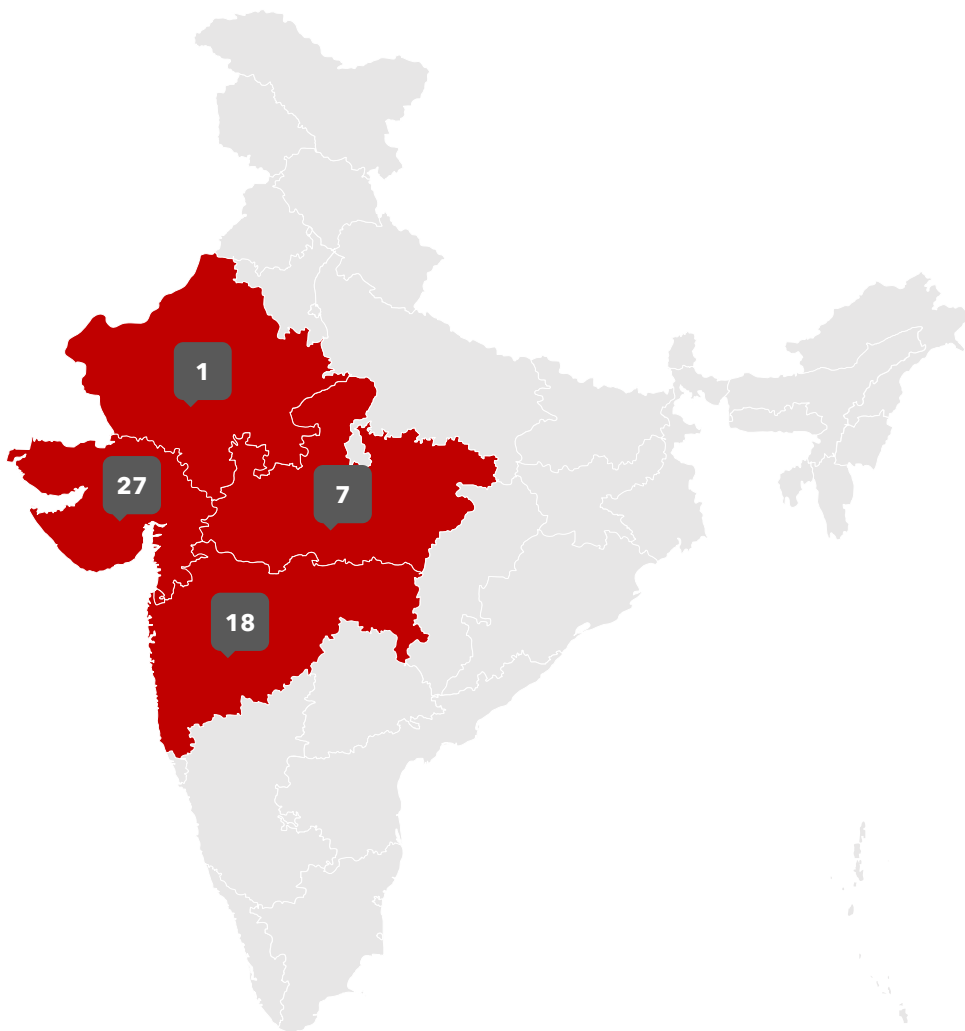




Strong Distribution Network

Branch Network Spread Across Three Different States in India...

Branch Network (in Nos.)



1

With a network of 53 branches, currently the company serves a total of 41 districts across these three states.

2

The company has established partnerships with dealers, brokers, and service stations within a 50 km radius of each branch for generating regular business.

3

The company does not operate using a franchise or Direct Selling Agent (DSA) model; instead, established own branches in owned premises.

4

Planning to inaugurate new branches in Maharashtra and extending presence in Madhya Pradesh; aiming to surpass a count of 70 branches by March 2026.

5

Branches established within the past three years have yet to achieve saturation; will further aid in AUM growth across those branches.



Rural Resilient Business Model

Transforming Challenges into Competitive Advantages

Seasonal Income-Centric Repayment Structure

- Customized repayment plans aligned with the seasonal income patterns prevalent in rural India.
- Flexibility to adapt to varying cash flows, ensuring sustainable and manageable repayments.



Last Mile Accessibility in Extreme Rural Areas

- Strategic focus on reaching the remotest corners of rural India; difficult for banks to cater and service these borrowers.
- Dedicated efforts to establish a robust last-mile delivery system for maximum market penetration.



Informal Credit Rating System

- Recognition that CIBIL scores may not be reflective of rural realities.
- Utilization of an informal credit rating methodology, acknowledging the unique financial landscape.



Robust Network: Proximity Centric Operation

- Emphasize on physical presence within a 50 km radius from each branch, ensuring high service standards and direct interaction with rural borrowers.
- Operates through owned branches and no following any franchise or DSA model.



**COMPETITIVE
ADVANTAGE**



Distinctive Attributes Fuelling Success

Positioning Ourselves as a Distinguished Player in the Industry.





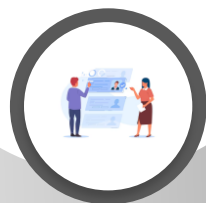
Seamless Digital Customer Onboarding

Leveraging Technology from Origination to Disbursement



Implementing LOS & LMS

- Introduction of LMS and LOS marks a significant step in business scalability.
- Streamlines training processes, adds performance tracking and personalized learning.
- Optimizes the customer onboarding process, ensuring a seamless and expedited experience.
- With the new LOS system in place, customers can anticipate faster processing times and enhanced service quality.



Digital Onboarding

- Streamlined end-to-end digital onboarding process, encompassing registration, data collection, verification, approval, and disbursement, without any paperwork involved.
- Aids in reduced time delays and operational costs associated with physical document handling.
- Digital tools and algorithms to assess and work out customer's creditworthiness based on the provided information and financial history.



API Integrations

- Integrating multiple APIs such as credit bureau checks and fraud detection to enhance operational capabilities and financial assessments.
- Increases accuracy and reduces manual work; enhances risk management and compliance.
- Improves customer trust through robust security.
- Streamlines processes by automating checks.



Collections

- Partnering with several payment gateways to expand the accessibility of digital payment options, catering to a broader customer base.
- Offering diverse payment options enhances overall customer satisfaction, as customers can select the most convenient method for them.
- Risk Mitigation by providing redundancy in payment processing options.



Intrinsic Capabilities...

Brand Strength

- Engaged in Auto Finance Business for the past 2 decades.
- Known for offering simple vehicle financing products in rural areas.

Well Established Relationships

- **Strong connections with dealers and brokers, forming a strong foundation for business activities in rural areas.**
- Rural business is majorly driven by well established relationships with Dealers & Brokers; **difficult for new entrant to penetrate market.**

Retail Franchise

- Advances spread over large customer and geographic base.
- **Focus on retail loans and building granular book with an Average Ticket Size of ~30K; Risk based pricing.**

Robust Balance Sheet

- **Low leverage: D/E stands at 0.24x ending FY25;** leaving ample headroom for growth.
- **Well Capitalized with CRAR at 85.7% ending FY25.**

Robust Risk Management Framework

- Customized credit norms established through adequate experience in this line of business.
- **Maintaining small loan sizes, funding up to 75% of vehicle costs, implementing a strong hypothecation policy, and partnering with local businesses.**

Efficiently Managed Liability Book

- **The company has got rating renewal of BBB- (Stable) from ICRA. This will help in raising funds at a cheaper rate.**

...Tackling Challenges and Seizing on the Market Opportunities

Rural Development and Improving Infrastructure

Rising demand for personal mobility solutions, particularly in rural and semi-urban areas.

Shift towards ecosystem play



With Strong Focus on Core Inherent Strengths...



Unique Business Model



Quick Disbursements



Robust Credit Assessment



Focus on "Difficult to Reach Areas"



Sufficient Capital Adequacy



Leveraging Technology



Strong Workforce



Flexible Repayment Options



100% Cashless Disbursements

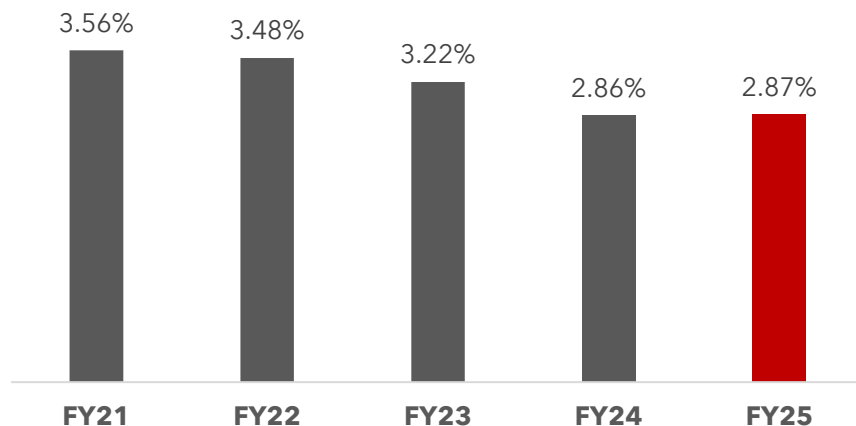
Driving Financial Empowerment: Empowering Journeys, Fueling Futures



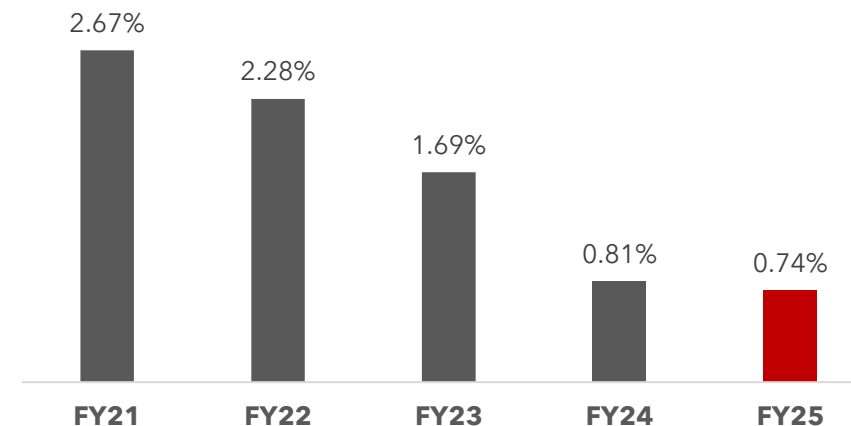
Proven Model Despite COVID Stress

Efficiently Managed Asset Quality

Gross NPA (%)



Net NPA (%)



- Demonstrated robustness in managing asset quality, maintaining stability and reliability during the challenging COVID-19 period.
- **Increased write-offs year over year, characterized by conservative accounting practices aimed at maintaining clean financial records.**
- Deployed effective collections strategies tailored to the unique circumstances of rural borrowers, ensuring consistent repayment and minimizing defaults.
- Provided **customized support and flexible repayment options** for rural borrowers, acknowledging the specific economic impact of the pandemic on their livelihoods.
- **Outlook - Focused on increased provisioning, with a strategic goal to achieve a Provision Coverage Ratio of 100% by FY26.**

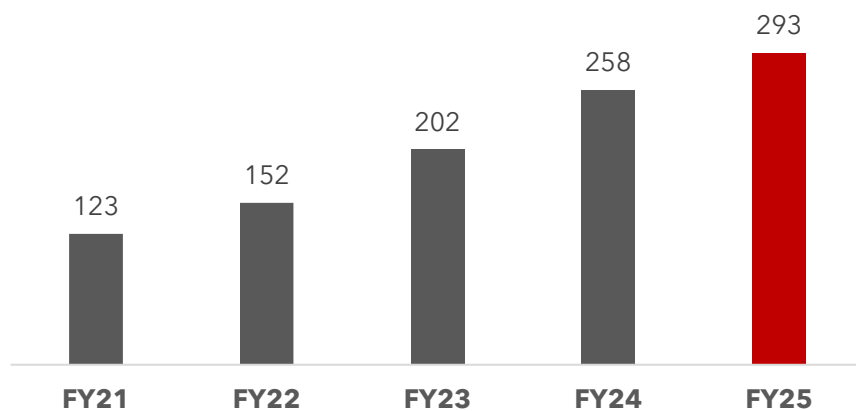
Financial Highlights



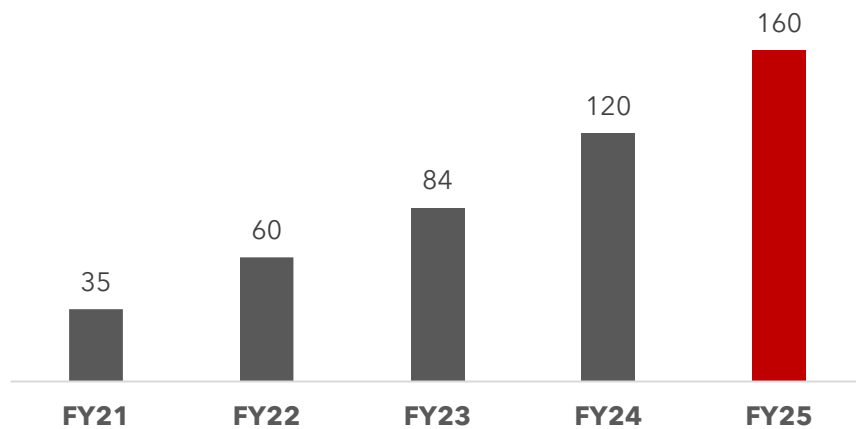


Superior Financial Performance Continues...

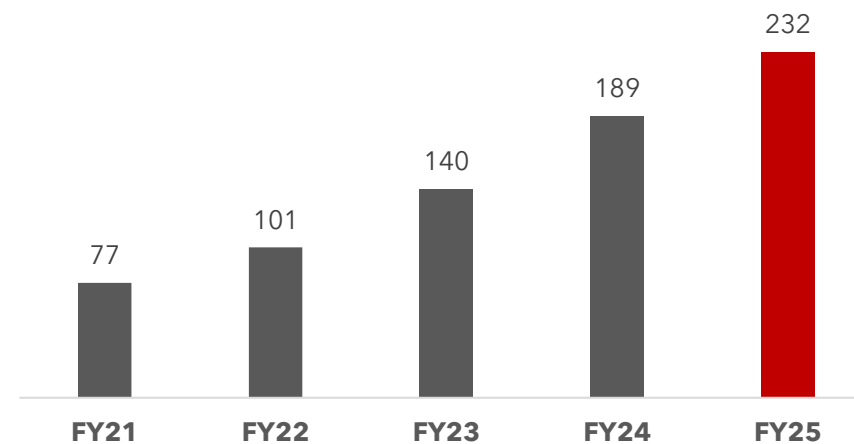
Net Interest Income (NII)



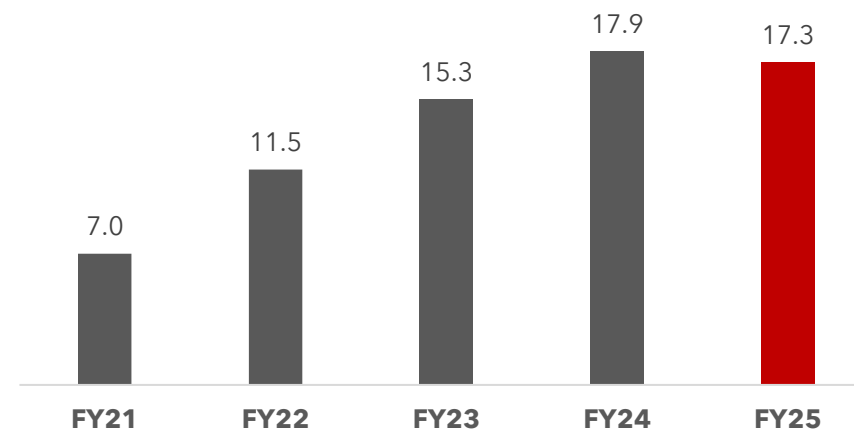
Profit After Tax (PAT)



Pre-Provision Operating Profit (PPOP)



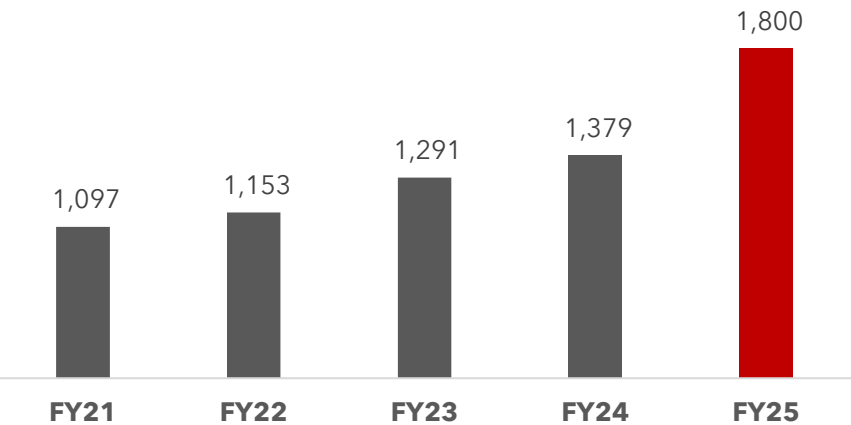
Earnings Per Share (EPS)



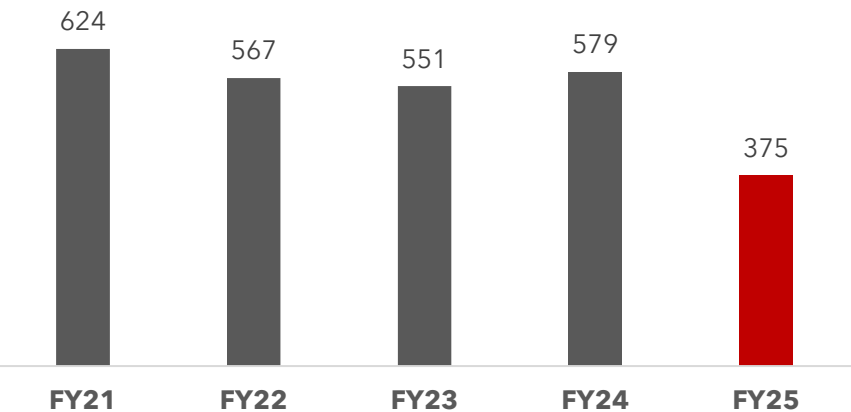


Followed by Healthy Performance on Operational Front...

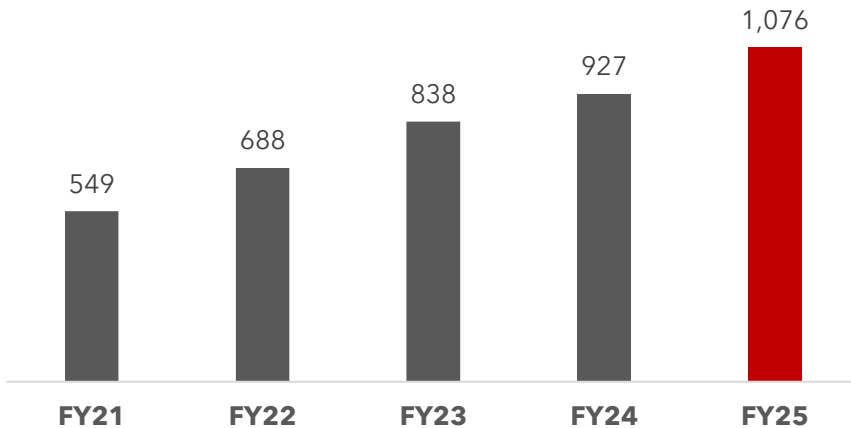
AUM



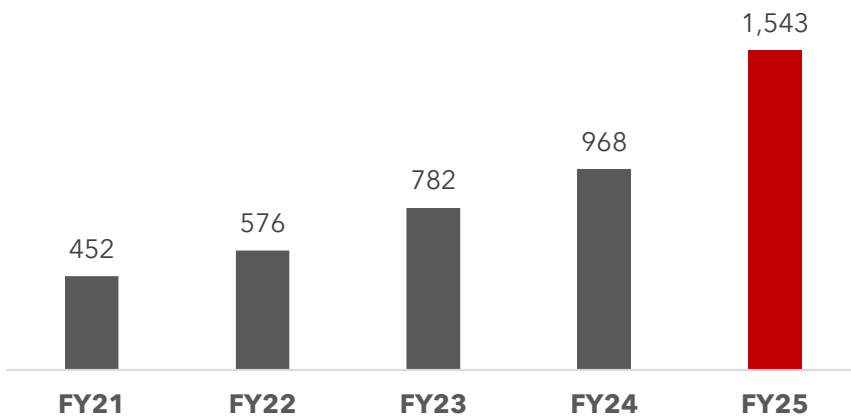
Borrowings



Disbursements



Net Worth

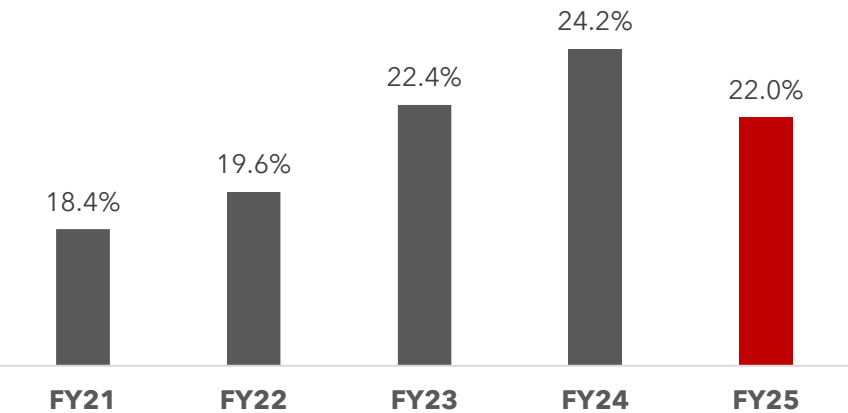


Note : All amount in INR Mn otherwise stated; AUM- Gross AUM

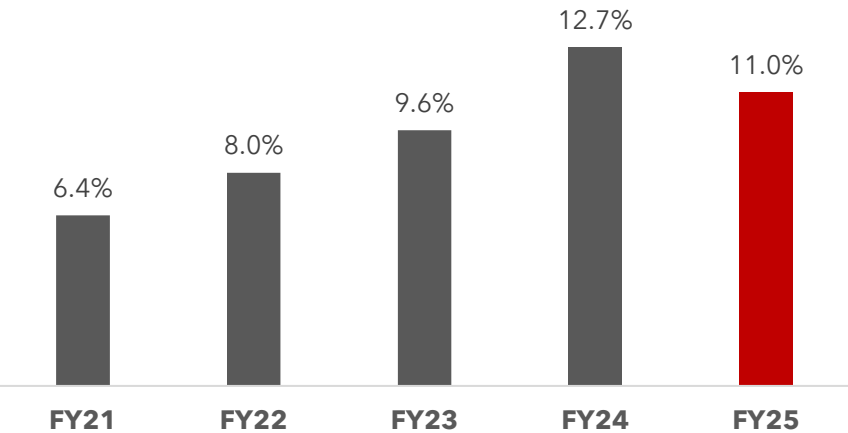


With Significantly Higher Margins...

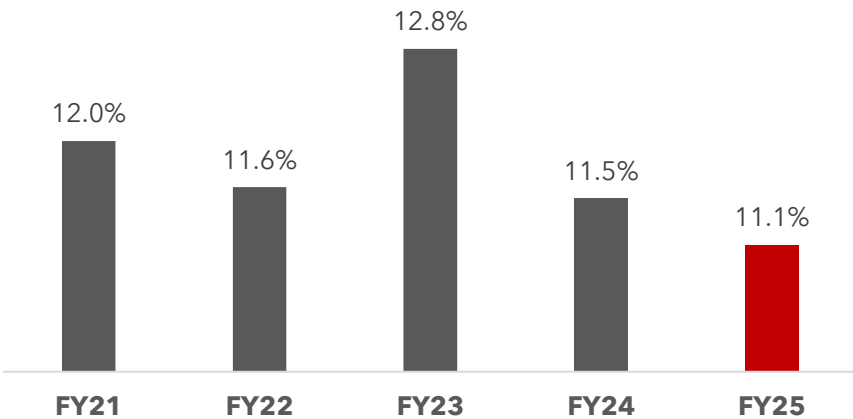
Yields on Advances (%)



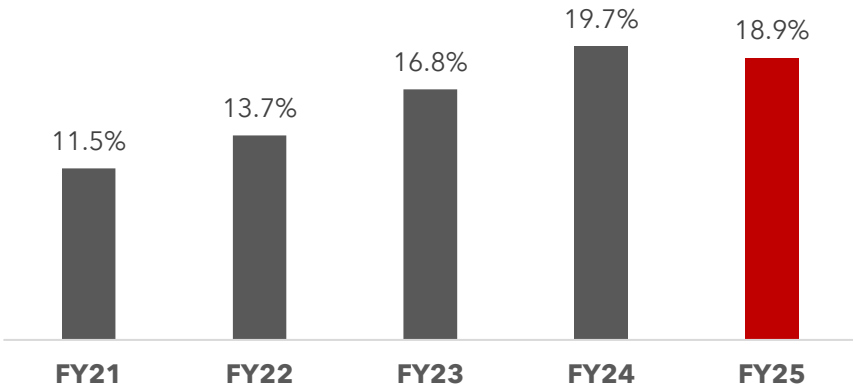
Spreads (%)



Cost of Funds (%)



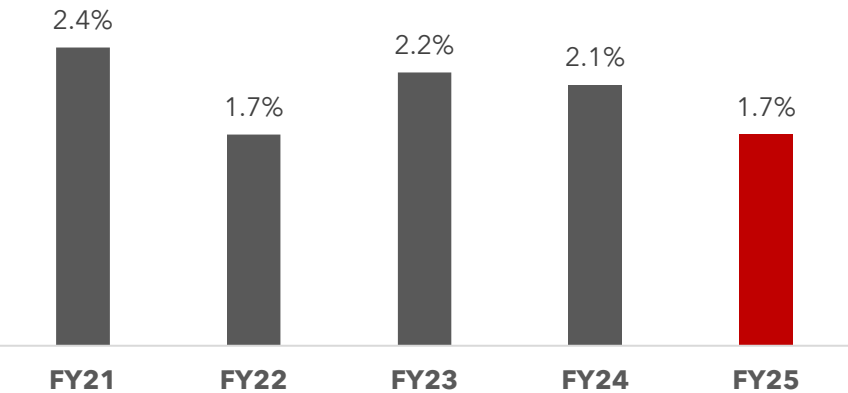
NIMs (%)



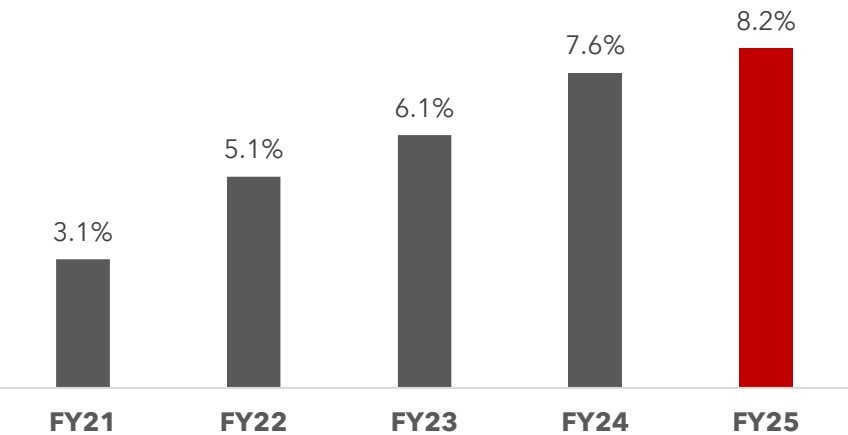


And Improving Efficiency and Return Ratios...

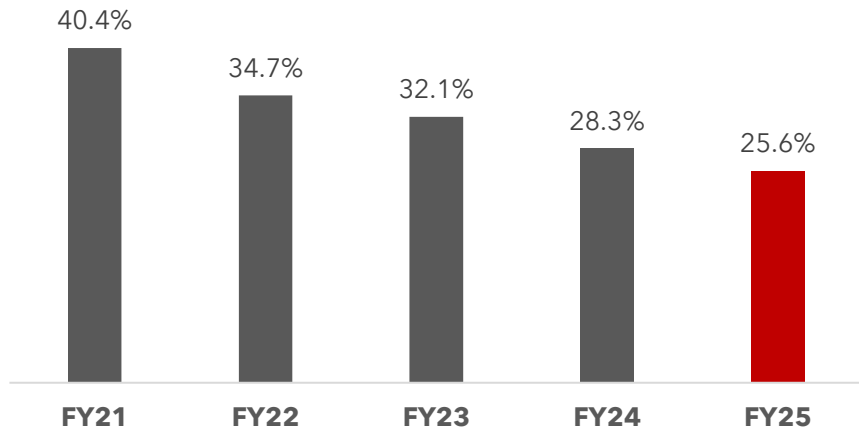
Credit Costs (%)



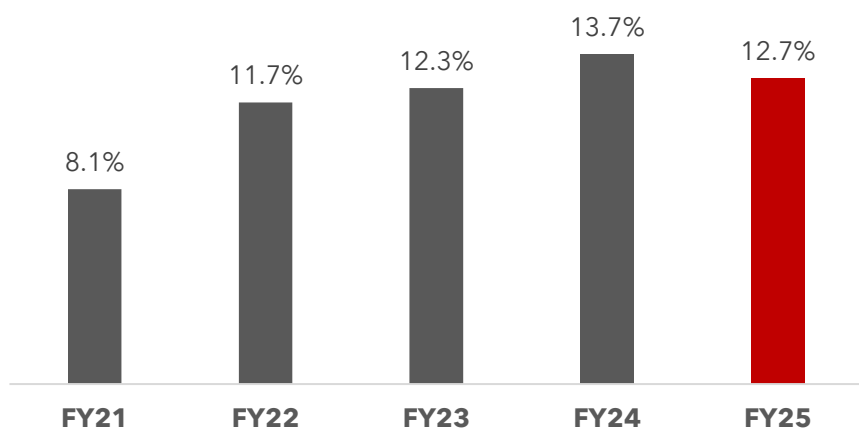
RoA (%)



Cost - Income (%)



RoE (%)

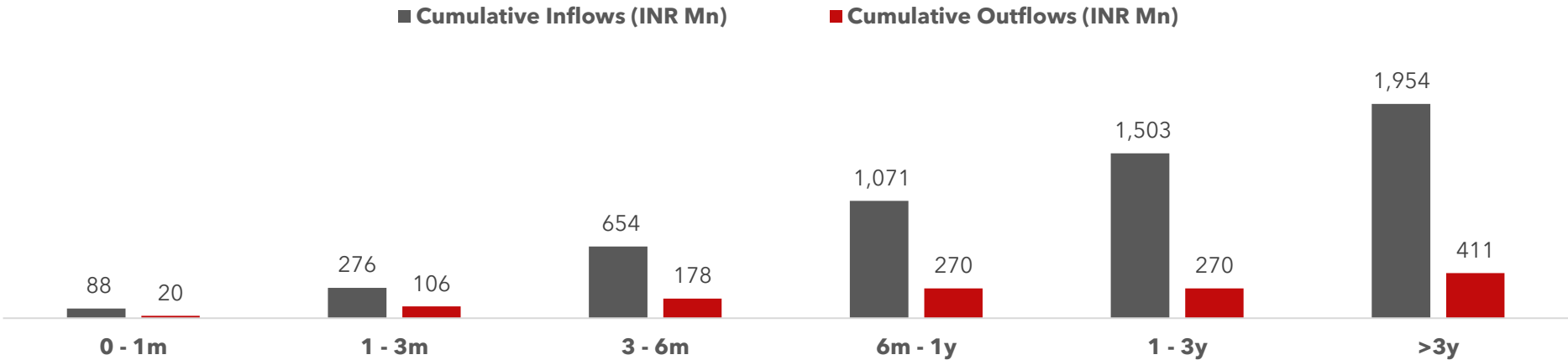


Note : ROA- Return on Average Assets



Comfortable Liquidity and ALM Statement

Liquidity Statement as on 31st March 2025



Cumulative Positive Gap	67	170	476	801	1,233	1,543
Cumulative (%)	332%	161%	267%	297%	456%	375%

- Liquidity as on 31st Mar' 2025 is INR 38 Mn in the form of cash, cash equivalents and undrawn bank lines.
- Average cost of borrowing for FY25 stood at 11.1%.
- Widened and strengthened existing relationships with nationalised banks.



Profit & Loss Statement

Particulars (INR Mn)	FY21	FY22	FY23	FY24	FY25
Interest Earned	206	221	274	323	346
Interest Expended	83	69	72	65	53
Net Interest Income	123	152	202	258	293
Other Income	6	3	3	5	19
Operating expense	52	54	66	74	80
- Employee cost	26	29	32	38	41
- Depreciation	1	1	1	1	1
- Others	26	24	34	35	38
Operating Profit	77	101	140	188	232
Total provisions	27	19	27	28	26
PBT	50	82	113	161	206
Tax	15	21	29	41	46
PAT	35	60	84	120	160



Profit & Loss (Du-Pont Analysis)

Particulars (DuPont on AUM)	FY21	FY22	FY23	FY24	FY25
NIM	11.2%	14.0%	17.2%	20.0%	18.7%
Other Income	0.5%	0.2%	0.3%	0.4%	1.2%
NIM + Non-Interest Income	11.7%	14.2%	17.5%	20.4%	19.9%
Cost/Income	40.3%	34.7%	32.1%	28.3%	25.6%
OpEx	4.7%	4.9%	5.4%	5.8%	5.1%
Operating Profit	7.0%	9.3%	11.9%	14.6%	14.80%
Credit Cost	2.4%	1.8%	2.3%	2.1%	1.7%
Tax Rate %	30.0%	26.1%	25.8%	25.7%	22.4%
RoA	3.2%	5.5%	7.1%	9.3%	10.2%
Leverage	2.5	2.1	1.7	1.5	1.3
RoE	8.1%	11.7%	12.3%	13.7%	12.7%

Outlook

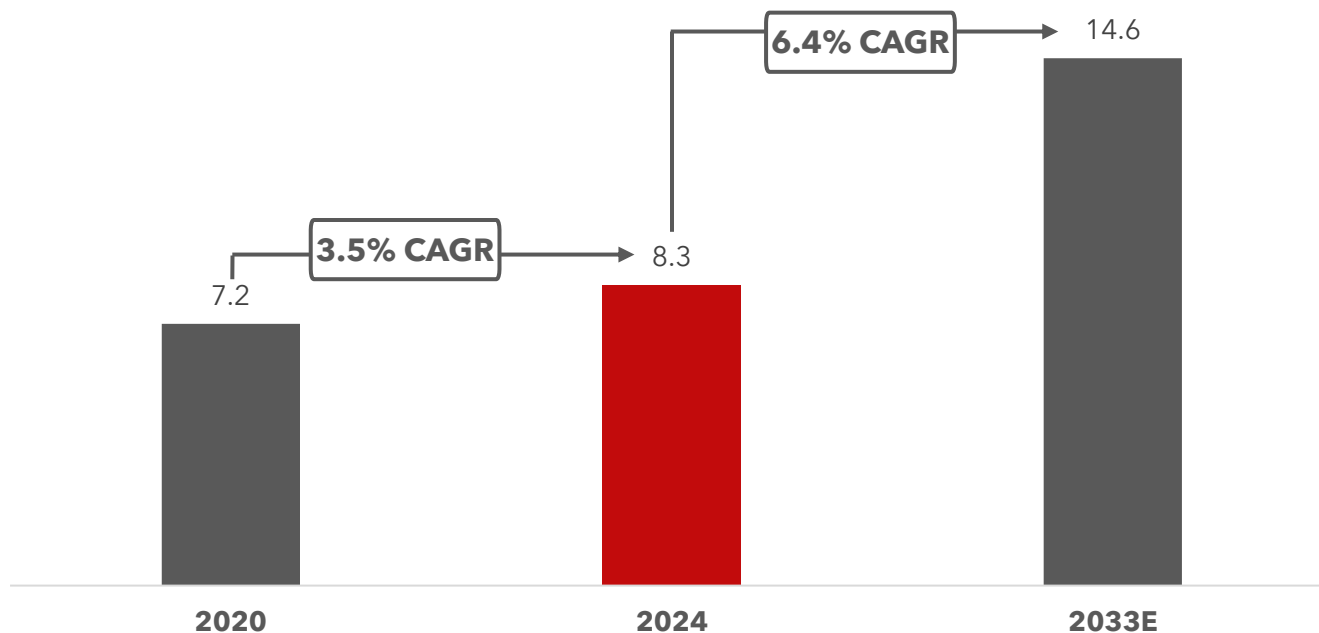




Future Driving Forces

Growing 2-Wheeler Loan Market in India

Value of Two-Wheeler Loan Market in India (bn USD)



In the Indian two-wheeler segment, 75% of the purchases are funded by loans. The share of banks and NBFCs in the two-wheeler loan market is 60% and 40%, respectively.

According to CRIF High Mark's CreditScope, originations share (value) of Two-Wheeler Loans by NBFCs continue to rise in comparison to banks.

Acceleration to be Driven By...



Large Millennial and GenZ Base



Increased Ownership of 2W Vehicles



Significant Shift in Borrowing Trends



Rising Disposable Income



Stable Fuel Prices



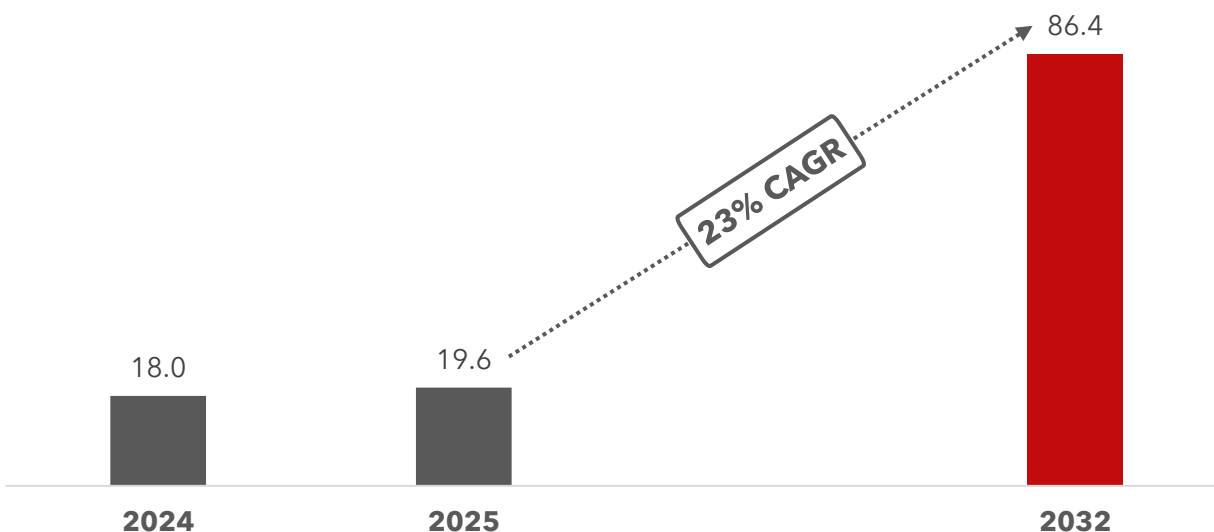
Changing Consumer Preferences



Huge Market Opportunity in Near Term

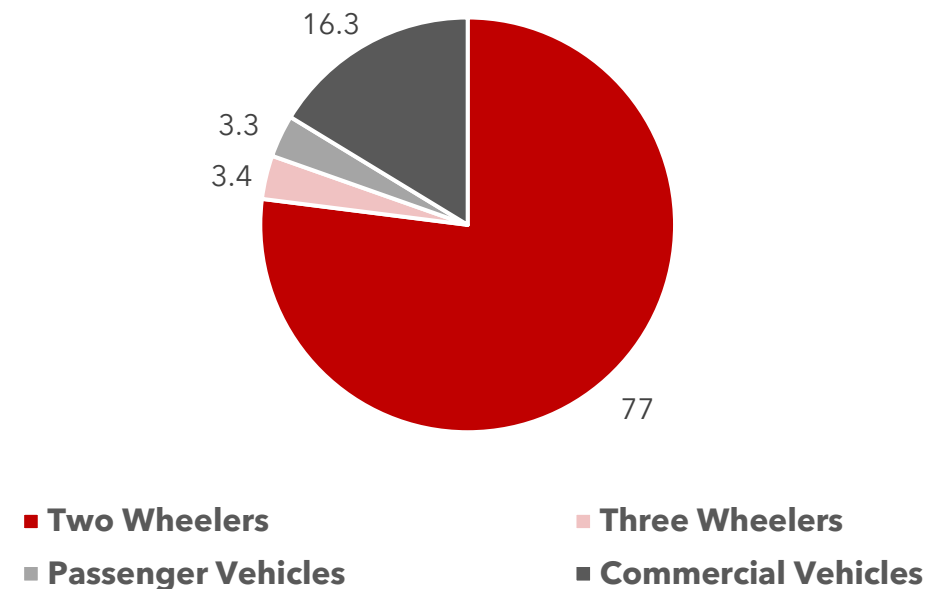
Accelerating 2-Wheeler Demand in India

Indian Two-Wheeler Market (mn units)



- The India Brand Equity Foundation (IBEF) projects that by 2030-2031, there would be 715 million middle-class individuals or 47% of the total population, up from 432 million in 2020-2021.

Production-wise Domestic Market Share in FY25 (%)

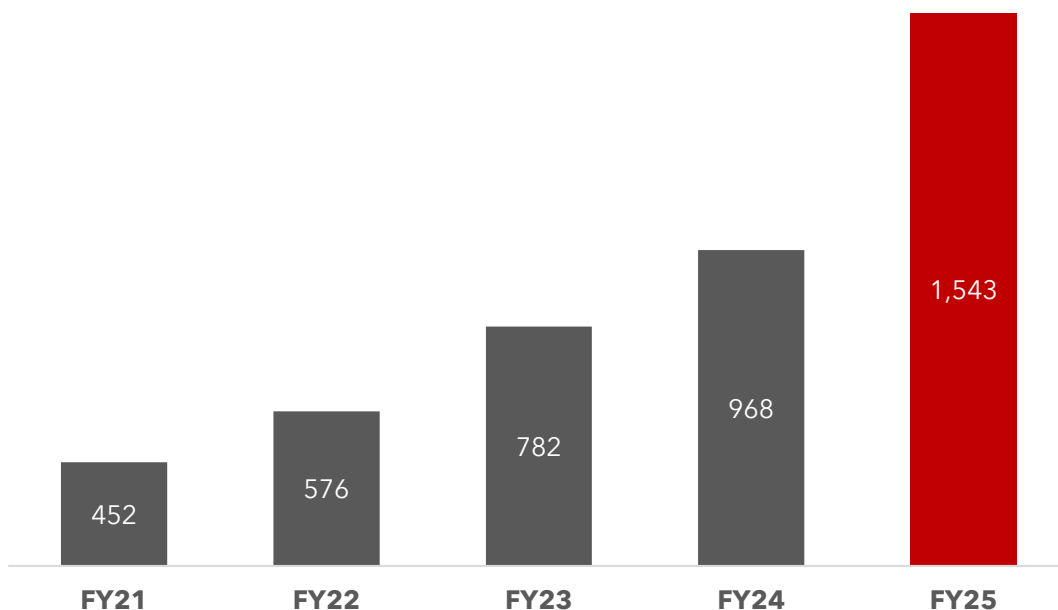


- In FY25, two-wheelers is estimated to have 77% market share in terms of production.
- In FY25, total two-wheeler sales stood at 1,96,07,332 units, an increase of 9% YoY. Three-wheeler sales stood at 7,41,420 units. Two and three-wheelers combined had a market share of 66%.

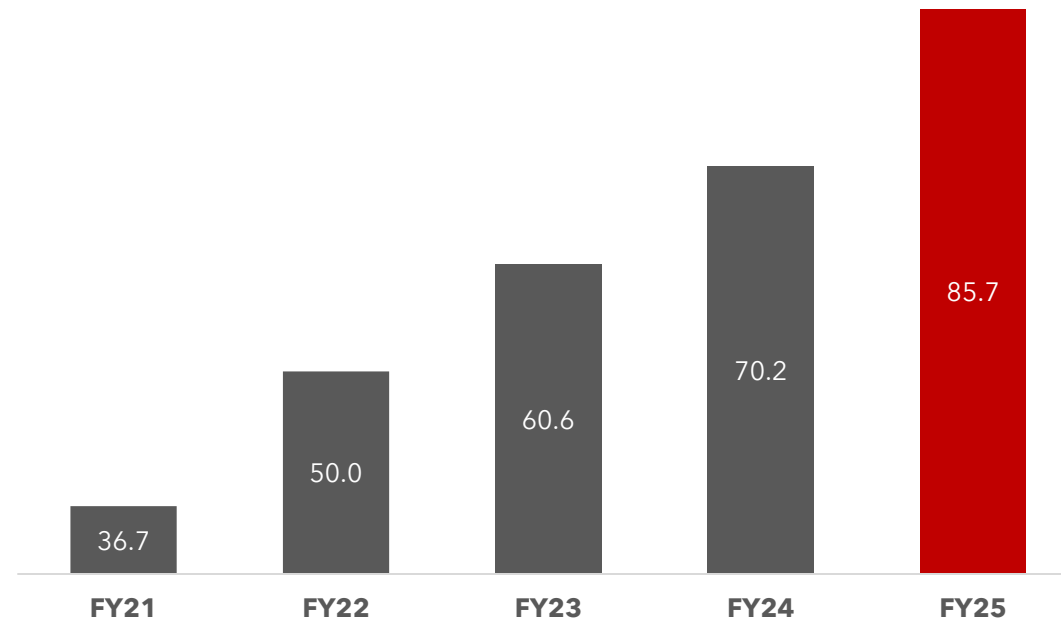


... We Are Well Capitalized to Capture the Surge in Demand

Consolidated Network (INR Mn)



Capital Adequacy (%)



Adequate cash position on balance sheet



Strong capital adequacy to support future growth



Significant Headroom for Incremental Borrowings



3x AUM in medium term without additional capital infusion



To Achieve the Roadmap for Next 2 Years...

01

AUM

Target to take AUM to **INR 2,750 Mn by FY27** v/s INR 1,800 Mn as of FY25.

AUM growth to be further bolstered by growth in branches /AUM of existing branches.

02

Branches

Surpass **100 branches by FY27** compared to the current count of 53 branches ending FY25.

03

Product Mix

Adding new products like Used Tractor Loan, Salaried Personal Loan & Affordable Housing Loan.

Increasing share of higher-yielding products in the overall AUM; **will further enhance our RoA.**

04

Borrowing

To **lower the cost of funds**; increasing the portion of borrowing from nationalized banks within the overall borrowing portfolio.

05

Geography

Plans to further expand presence in **Karnataka and Goa.**



Key Management Personnel and Shareholding





Minesh M Doshi

Managing Director

- ❑ Founder and Promoter of the Shalibhadra Finance Limited.
- ❑ More than 3 decades of experience in finance, and socio-economic development.
- ❑ His vast reservoir of experience, coupled with a futuristic vision, has helped the entire company to work with a shared vision and values, resulting in a very satisfied workforce.
- ❑ Chartered Accountant & Cost Accountant by Education.



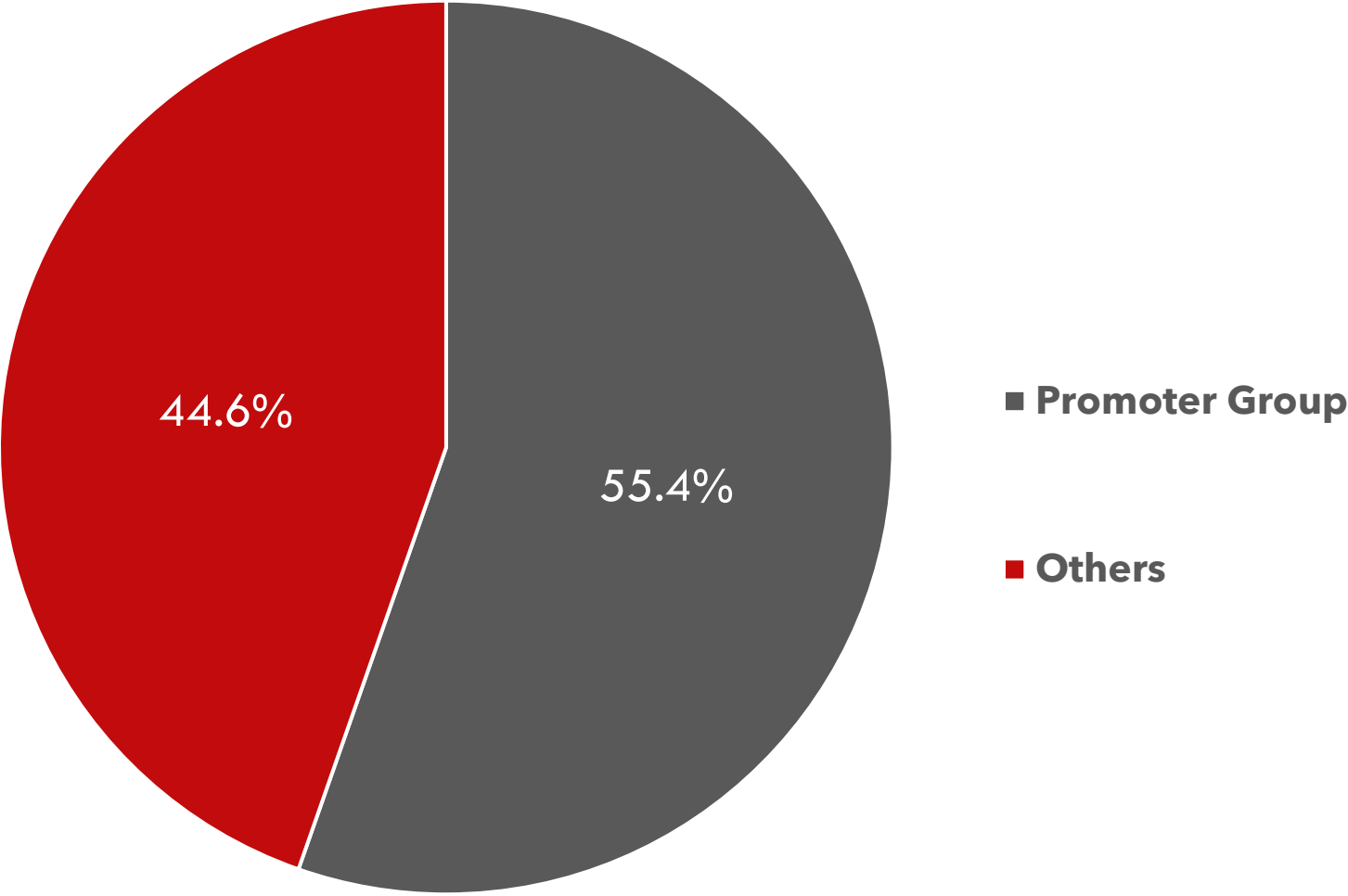
Vatsal M Doshi

Executive Director

- ❑ More than 6 years' experience in finance, marketing and operation of Vehicle financing
- ❑ Oversees the entire company's operations under the guidance of Mr. Minesh M Doshi.
- ❑ Contributed vastly to the company's expansion, overseeing the growth from 24 branches to 53 branches ending FY25.
- ❑ Chartered Accountant and Chartered Financial Analyst by Education.



Shareholding Pattern



Market Capitalization[^]
Rs 4,132 Mn | US\$ 48.4 Mn

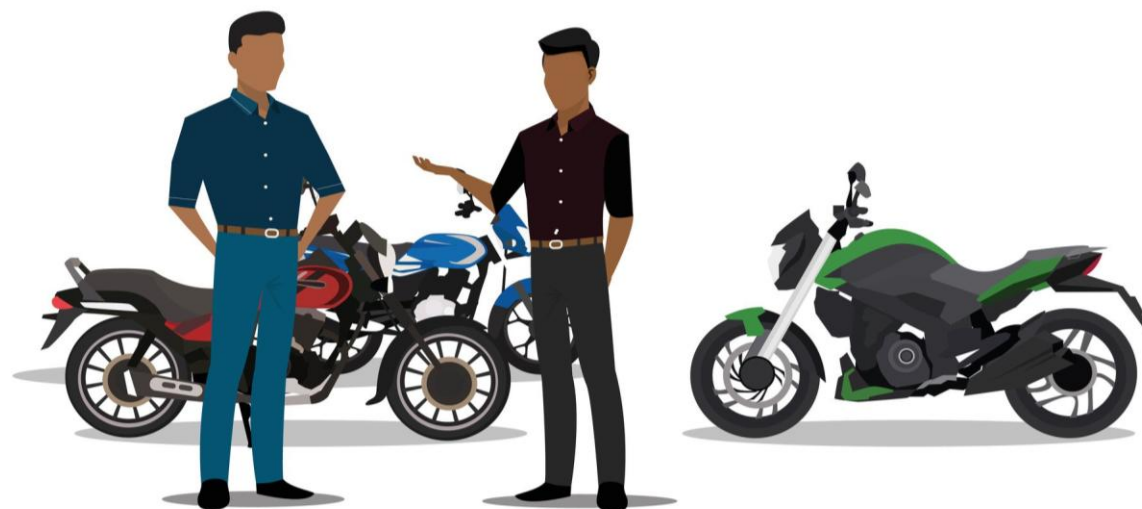
Net Worth (FY25)
Rs 1,543 Mn

Paid-up Equity (FY25)
Rs 77 Mn

FV
Rs 10

Dividend Per Share (FY25)
Rs 0.40

[^]Market capitalization on BSE as of 31st Mar'25
1 US\$ = ₹ 85.42



THANK YOU

INVESTOR RELATIONS

Ms. Darshana Chauhan

Company Secretary

Email: shalibhadra_mum@yahoo.co.in

Mr. Rajat Gupta

Go India Advisors

Email: rajat@goindiaadvisors.com